FEBRUARY TRUCK REGISTRATIONS

		6,000 & LESS GVW GRP	6,001-10,000 GVW GRP	10,001-14,000 GVW GRP	14,001-16,000 GVW GRP 4	16,001-19,500 GVW GRP	19,5...-26,000 GVW GRP 5	26,001-33,000 GVW GRP	33,001- & OVER GVW GRP 8	TOTAL 1986	TOTAL 1985
DODGE	MO	22,653	8,888							31,541	40,522
	YR	46,242	19,306							65,548	78,025
*DAKOTA, RAIDER, CARAVAN,	MO	18,631	4,808							23,439	26,660
RAM VAN/CHARGER/50/WGN	YR	38,355	10,241							48,596	52,277
PLYMOUTH VOYAGER	MO	8,186								8,186	7,536
	YR	17,319								17,319	14,857
TOTAL CHRYSLER	MO	30,839	8,888							39,727	48,058
CORP.	YR	63,561	19,306							82,867	92,882
FORD	MO	57,488	34,329				652	2,289	783	95,541	93,810
	YR	119,646	72,889				1,415	4,856	1,678	200,484	184,451
*VAN, BRONCO,	MO	41,348	10,474							51,822	49,891
RANGER & AEROSTAR	YR	86,703	22,870							109,573	95,085
FREIGHTLINER	MO								1,166	1,166	1,185
	YR								2,431	2,431	2,608
MERCEDES-BENZ	MO						192	89		281	315
	YR						378	228		606	813
TOTAL DAIMLER-BENZ	MO						192	89	1,166	1,447	1,500
CORP.	YR						378	228	2,431	3,037	3,421
CHEVROLET	MO	55,413	36,476	1,657	28	27	561	919	35	95,116	88,570
	YR	113,763	74,294	3,165	71	58	1,185	1,871	77	194,484	171,740
*VAN, EL CAMINO, S10	MO	41,591	11,800							53,391	50,499
BLAZER & ASTRO	YR	85,835	23,930							109,765	95,020
GMC	MO	12,840	9,760	160	27	71	558	2,133	608	26,157	23,612
	YR	25,979	20,314	379	58	87	1,015	4,219	1,343	53,394	48,258
*VAN, JIMMY, S15,	MO	9,232	2,906							12,138	11,005
CABALLERO & SAFARI	YR	18,604	6,001							24,605	21,099
TOTAL GM CORP.	MO	68,253	46,236	1,817	55	98	1,119	3,052	643	121,273	112,182
	YR	139,742	94,608	3,544	129	145	2,200	6,090	1,420	247,878	219,998
INTERNATIONAL	MO						1,493	1,358	1,816	4,667	4,768
	YR						2,867	2,948	3,873	9,688	9,999
JEEP TRUCK	MO	12,542	1,310							13,852	12,188
	YR	27,712	3,193							30,905	26,000
*WRANGLER/CJ, CHEROKEE,	MO	9,712	1,182							10,894	12,016
WAGONEER & SCRAMBLER	YR	22,269	2,900							25,169	25,621
MACK	MO						146	173	1,147	1,466	2,213
	YR						292	322	2,548	3,162	4,804
KENWORTH	MO								665	665	770
	YR								1,450	1,450	1,596
PETERBILT	MO								704	704	886
	YR								1,403	1,403	1,832
TOTAL PACCAR CORP.	MO								1,369	1,369	1,656
	YR								2,853	2,853	3,428
AUTOCAR	MO								90	90	92
	YR								206	206	221
VOLVO	MO							103	93	199	155
	YR							199	174	373	386
WHITE	MO								478	478	784
	YR								977	977	1,630
TOTAL VOLVO WHITE	MO							106	661	767	1,031
CORP.	YR							199	1,357	1,556	2,237
WESTERN STAR	MO								99	99	88
	YR								216	216	188
MISCELLANEOUS	MO		253					5	117	375	340
DOMESTIC	YR		465					14	276	755	652
OTHER IMPORTS	MO	63,224	991	436	48	21	27	31		64,778	67,364
	YR	132,693	2,050	1,032	110	65	42	80	2	136,074	131,781
GRAND TOTAL	MO	232,346	92,007	2,253	103	119	3,629	7,103	7,801	345,361	345,198
	YR	483,354	192,511	4,576	239	210	7,194	14,737	16,654	719,475	679,841
1985 YR. TO DATE		437,752	195,023	5,549	139	1,070	8,510	11,197	20,601		

INCLUDES MULTIPURPOSE VEHICLES. Compiled from offical State Records by R.L. Polk & Co. Manufacturers' sales records are used in compiling Oklahoma for 1985 and 1986.

Big-truck sales dip fans speculation

Continued from Page 18

and 500 cabovers that will debut at midyear.

Navistar is continuing to look at ways to cut costs, according to Springer.

It "may be looking" at closer future tie-ins with equipment suppliers like Allied Automotive, for example, to reduce manufacturing/assembly complexities, delivery time and costs, Springer added.

To cut costs and speed delivery, Navistar is studying modular assembly concepts.

"Why couldn't we get bodies in five pieces and assemble them on the assembly line?" Springer asked rhetorically.

Navistar is currently running in the "mid-to-high-70s to 80 percent capacity" at its plants and doesn't foresee any near-term need to reduce capacity further, Springer added.

Overall, he found it nearly impossible to forecast sales and profitability because of the volatility of the market.

All the historical indicators that formerly were used to gauge market demand no longer apply, Springer concluded.

During the first quarter, manufacturers retailed 25,829 Class 8 trucks, off from 32,959 a year earlier, according to MVMA.

Navistar's deliveries of 5,836 were off 17.2 percent from 7,046 a year earlier; Freightliner's sales of 3,960 were off 19.7 percent from 4,934, and Mack's Class 8 sales of 3,847 were off 39.8 percent from 6,386 a year earlier.

Ford's sales of 3,173 were off 8.7 percent from 3,477 last year; Volvo-White sales of 2,433 were up 2.9 percent from 2,364.

GMC, as noted, had sales of 2,054, off from 2,973 last year.

Kenworth's sales of 2,181 were off 18.1 percent from 2,664; Peterbilt's sales of 2,075 were off 28.8 percent from 2,915.

MVMA's miscellaneous category of "other truck" manufacturer showed sales of 270, a 35.0 percent increase over 200 deliveries a year ago.

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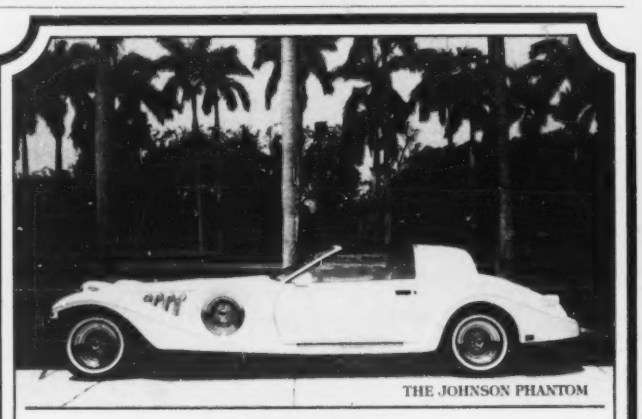

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Diesel demand in Europe remains high

By Richard Feast

There is little doubt that diesel passenger-car sales in Western Europe will reach an unprecedented 2 million units in 1986. In fact, there seems to be no let-up in demand, despite market growth of 21 percent in 1985 and 30 percent in 1984.

The scene is far different from that in Europe a decade ago, when diesels took only 2 to 3 percent of new-car sales, and from today's U.S. market where diesels are bombing.

Last year more than one of every four new-car buyers in Belgium and Italy purchased a diesel. Better than one out of five bought them in West Germany. The count was one of seven in France and the Netherlands.

Aside from a minor dip in 1983, when many predicted the diesel phenomenon in Europe had ended, sales have soared upward unremittingly.

In some cases, such as Italy, Belgium and France, the popularity results basically from the fact that diesel fuel costs less than gasoline at the pump. But that doesn't explain the popularity in West Germany, where diesel and gasoline prices are similar; yet more than half a million diesel cars were sold there in 1985, about a third of all diesels purchased on the continent.

DIESEL NEW-CAR SALES IN EUROPE

Country	1985	% Market	1984	% Change '84-'85
Austria	32,800	13.5	14,200	+130.9
Belgium-Lux.	95,000	26.4	96,900	−1.9
Denmark	10,400	6.6	10,300	+0.2
Finland	14,700	10.4	14,100	+4.0
France	264,800	15.0	240,400	+10.1
Ireland	8,400	14.2	6,000	+41.7
Italy	438,600	25.1	425,300	+3.1
Netherlands	71,300	14.4	61,000	+17.0
Norway	1,700	1.1	2,700	−37.3
Spain	124,900	22.6	126,700	−1.4
Sweden	5,700	2.2	9,500	−40.3
Switzerland	9,400	3.5	7,100	+31.7
United Kingdom	66,200	3.6	45,100	+46.8
West Germany	530,800	22.3	321,800	+64.9
TOTAL	1,674,600	15.9	1,381,100	+21.3

Source: AID, England

The West German impetus stems from the country's divisive debate over exhaust emission regulations. While German authorities pushed through legislation on cleaner exhaust for gasoline-engine cars, arguments over when it should take effect created uncertainty among consumers.

Despite sales incentives on gas-engined cars, Germans flocked to diesels. For one thing, they figured if they drove over the border to France or Italy in gas-powered cars, they might not be able to obtain lead-free gasoline. But they knew they could fill their tanks — more cheaply, to boot — with diesel fuel.

As a result, diesel sales shot up nearly 65 percent in Germany last year, moving the country past Italy as the top-volume market for the engines.

By far the largest increase in 1985 diesel sales, however, was in Austria, up nearly 131 percent. Gains of more than 40 percent were scored in the U.K. and Ireland, while Switzerland posted a volume increase of more than 30 percent.

In market penetration, diesels scored highest last year in Belgium/Luxembourg (26.4 percent), Italy (25.1), Spain (22.6) and Germany (22.3).

Statistics compiled by AID of Lichfield, England, indicate there has been a seven-fold increase in diesel purchases over the past decade. It is described as "far away the most dynamic growth sector in the European automotive scene."

The organization predicts an important increase in France this year as a result of the introductions late last year of the diesel version of the Renault 5 and launch of the important mid-range Peugeot 309. The Citroen AX, scheduled to debut in September, is expected to be available with a diesel engine from the start.

Other factors that are expected to spur diesel sales on a broad European front are their adoption in the smallest models on the market (Fiat Panda, Volkswagen Polo, Opel Corsa), growth in demand for low-pollution cars throughout Europe, and introduction of more competitive and powerful diesel versions in medium and upper market segments.

Predicts AID: "As oil prices rise, they are expected to create renewed emphasis on economy, favoring a new generation of diesels; 100 mpg is a certainty for the future."

Other sources indicate Volkswagen group was the leading diesel-car retailer in 1985 at about 350,000 units, followed by Peugeot group (300,000) and Fiat Auto (260,000).

On an individual model basis, VW's Golf/Jetta topped the diesel sales chart at about 233,000 units, trailed by Fiat Uno (128,000) and Peugeot 205 (99,000).

Europe's two American-owned companies, Ford and GM Opel/Vauxhall, appear under-represented in the diesel market, which one manufacturer projects will grow at an annual rate of 20 to 30 percent in Europe.

Of 1985's 1.67 million diesel sales in Europe, 44 percent were in the lower-medium market segment (Escort-size cars) with 23 percent in the upper-medium segment (Ascona-type cars). Large cars took 22 percent of diesel purchases and the other 11 percent went to small ones such as Fiat Uno. ■

WORLD NEWS BRIEFS

Lifetime warranty

The Lex Group-owned importers of Volvo passenger cars in the U.K. will offer a lifetime warranty on its products. The move is being watched by other European Volvo concessionaires, some of whom already offer eight-year anti-corrosion guarantees. The U.K. concept requires a car to be serviced and maintained regularly by an approved Volvo dealer.

2CV updated?

For the Citroen company in France, a model update for its venerable 2CV (introduced in 1948) means no exterior panel changes. Instead, it concentrates on special paint jobs and limited editions, the latest of which is the two-tone Dolly.

Hello, Dollies

AA OK

Membership in Britain's Automobile Assn., which claims to be the biggest organization of its type in the world, reached a record 5.9 million in 1985.

GM European deficit

General Motors financial reports indicate a substantially increased loss in 1985 on its European operations which include Adam Opel; Vauxhall and Bedford in the U.K.; and manufacturing operations in Belgium, Spain and Austria. The consolidated European deficit increased 28 percent to $372.1 million, while sales rose nearly 14 percent to $7.94 billion.

Positive in France...

French auto industry exports last year totaled FF 95.05 billion ($13.27 billion) by value, while imports amounted to FF 65.57 billion ($9.16 billion), reports CSCA, the French manufacturers' association.

...Negative in the U.K.

Similar stats from Britain's SMMT indicate imports hitting 7.804 billion pounds sterling ($11.47 billion) and exports reaching 5.046 billion pounds ($7.42 billion) in 1985.

Nissan gets ready

Nissan's first European plant, at Washington in northeast England, starts assembling Auster models in July. Phase one involves annual assembly of 24,000 units from Japanese kits, but reports from Japan suggest phase two (100,000 annual manufacturing) is being moved ahead to 1988.

Peugeot goes 4x4

Automobiles Peugeot will bring to market the off-road 4wd vehicle it makes for the French military. Called the P4, it's a license-built version of the Mercedes-Benz G-wagon, but uses Peugeot power. Peugeot has an order for 15,000 P4s from the French army, and believes there is a limited market among the general public.

Alfa Romeo sells out

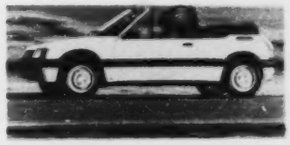
Alfa Romeo is selling control of it U.K. import company to Tom Kemsley and Millbourn (TKM), former BMW importer and present Daihatsu distributor. Alfa Romeo has steadily lost sales in the country, dropping to 3,093 units last year.

French imports increase

Imports continued to make ground in the French market in the first two months of 1986. Their 38 percent share compared to 35.5 percent a year earlier.

Peugeot 205s keep coming

Automobiles Peugeot continues to broaden the market appeal of its 205 model with a new cabriolet, versions with ZF automatic transmission and a sportier GTI with 115 horsepower. The cabriolet is the work of Italian design house Pininfarina.



205 Cabrio.

Naylor exports

Naylor Cars, Bradford, England, has acquired type approval in West Germany. Its TF 1700 — a look-alike of the MG TF of the 1950s — goes on sale there and in Austria in June. Naylor currently produces about 10 automobiles a month, 40 percent of them for export.

Daf's BL deal

Daf Trucks will sell the Leyland Roadrunner truck and Freight Rover Sherpa 300 van along with its own heavy trucks in Europe. They will all carry the Daf nameplate. About 1,000 of each are expected to be sold this way, in competition with BL's own sales companies.

Britain exports Peugeots

Peugeot Talbot in the U.K. will export cars for the first time in a decade. Left-hand-drive versions of the new Peugeot 309 will go to the Netherlands and Belgium starting in September. Ford and GM's Vauxhall ceased sourcing cars for Europe from the U.K. several years ago.

Rover intro

Austin Rover's XX sedan — the U.K. version of the Honda Acura — is expected to be launched July 15, a few weeks later than planned. European reports suggest the delay was caused by difficulties in developing the M16 2.0-liter engine's single-point injection system. A more conventional multi-point is now likely to be used.

BL sees red

The pre-tax loss of the U.K.'s state-owned BL concern jumped more than 50 percent to 110.3 million pounds/$162 million last year. However, 1984 figures were distorted by the sale of Jaguar Cars. Sales in 1985 increased more than 15 percent to 3.42 billion pounds/$5.03 billion. Land Rover group, including Freight Rover, increased its profits; Unipart profits declined; Austin Rover and Leyland Vehicles remained in the red.

More BMWs

BMW's Munich plant will operate six Saturday shifts to the end of May in order to produce more 3-series models. The 3-series is currently being produced at a daily rate of 1,325, not enough to keep pace with demand.

Renault goes ragtop

Renault is the latest of Europe's big auto makers to offer a cabrio version of one of its most popular models. The R5 convertible, shown at the recent Geneva auto show, will go on sale this summer. It is the work of the Brussels-based EBS concern. Its main competitors will be the Peugeot 205 (by Pininfarina), Ford Escort (by Karmann) and Fiat Ritmo (by Bertone). Later this year Opel will add a Bertone-built Kadett convertible. ■

R5 ragtop.

New study warns West about Japanese

By Richard Feast

The terms on which investments and collaborative ventures between Japanese and Western auto makers are to be made must be such that Western manufacturers and governments gain a benefit equal to that obtained by the Japanese, warns a report from the Motor Industry Research Unit at England's University of East Anglia.

Japanese Automotive Strategies concludes that the next few years will be crucial for the auto industries of the West. The Japanese companies will be compelled to invest in the U.S. and Europe in order to maintain sales in the face of growing concern about Japan's favorable balance of trade in the sector.

But these Japanese joint ventures and investments will entail the increasing use of Japanese and Far Eastern sources of components. If vehicles produced with a low level of local content replace genuinely domestic products, the market available to indigenous component producers, particularly in the area of high-value, high-technology parts, will shrink.

The report adds, "This trend will be reinforced if domestic manufacturers are forced to source more parts from Japanese and Far Eastern suppliers in order to compete with the Japanese cost advantage. This implies a long-term degeneration of the automotive industry in Europe and the U.S., a loss of employment and of the capability to develop new technology in sectors besides motor manufacturing of which governments and decision-makers should be aware."

The report, compiled by a team under Prof. Krish Bhaskar, addresses itself to what it calls "the single most important factor in the recent history and future development of the world motor industry — the rise of Japanese vehicle manufacturers." By listing the individual companies' plans, the magnitude of the impact is illustrated.

The so-called Japanese problem has not gone away, and auto industry and national policy-makers cannot afford to be complacent, says Bhaskar.

The report aims to show that the Japanese have the need and ability to take their sales and manufacturing expansion in Europe and the U.S. into a new phase over the next decade. This new phase will represent a new dimension in companies' strategies, involving increased overseas investments, collaboration and reorientation of product ranges.

It looks at the Japanese makers' domestic environment, their relations with suppliers, other manufacturers and financial institutions. It examines their sales development in the U.S. and Europe, and the logic behind the current investments there.

The principal motivating factors, it believes, are "the fear of a protectionist backlash, the desire to preserve a cost advantage over Western producers in the face of the powerful effects of exchange-rate fluctuations on profits, and the need to reduce dependence on revenue from the U.S. (which is said to generate between 75 and 90 percent of the gross profits of Japanese car makers) by increasing sales and profits elsewhere."

The known U.S. assembly facilities, by Nissan, Honda, Toyota, Mazda and Mitsubishi, will add more than 1 million to capacity there. Together with collaborative agreements and marketing ties with built-up Japanese cars sold through local producers, it will give Japan a three-pronged attack on the country.

The task facing the Japanese in Europe will be more complex because of the differing national attitudes to import restrictions, pricing, safety and pollution regulations, taxation, taste and languages. The cost will be higher and the rewards slower, but the Japanese cannot afford to ignore the European market if they are to reduce their dependence on the U.S., the authors believe. ■

OVERSEAS REGISTRATIONS

ITALY
Cars

	12 mos., 1985	12 mos., 1984
Alfa Romeo	112,909	120,383
Austin Rover	24,456	20,641
BMW	21,028	27,236
Ferrari	716	641
Fiat Auto	912,414	888,192
Fiat	747,139	747,443
Lancia/ Autobianchi	165,275	140,749
Ford	69,335	73,421
GM-Opel	58,204	52,732
Innocenti	14,462	17,297
Maserati	4,124	2,812
Mercedes-Benz	20,030	15,010
Peugeot SA	117,927	108,784
Citroen	61,357	50,828
Peugeot/Talbot	56,570	50,828
Porsche	869	1,003
Renault	175,052	146,455
Saab	2,400	1,995
Seat	37,089	31,191
VW-Audi Group	146,366	95,980
Audi	17,549	17,117
Volkswagen	128,549	78,863
Volvo	17,610	21,155
Others	11,877	10,590
Total	1,746,868	1,635,518

FINLAND
Cars

	12 mos., 1985	12 mos., 1984
Alfa Romeo	194	145
BMW	2,651	2,508
Daihatsu	929	829
Fiat Auto	6,325	6,539
Ford	10,957	11,203
FSO	441	189
GM-Opel	12,998	10,755
Isuzu	143	116
Lada	11,620	11,483
Mazda	8,481	8,575
Mercedes-Benz	3,054	2,741
Mitsubishi	5,629	4,863
Nissan	15,388	14,860
Peugeot SA	7,591	8,576
Citroen	1,867	1,389
Peugeot/Talbot	5,724	7,187
Porsche	14	8
Renault	1,086	906
Saab	6,774	6,509
Seat	943	0
Skoda	2,174	2,731
Subaru	341	186
Suzuki	1,602	1,771
Toyota	17,010	12,947
VW-Audi Group	10,309	7,897
Audi	1,897	1,550
Volkswagen	8,412	6,347
Volvo	7,313	6,046
Wartburg	398	493
Others	63	220
Total	138,272	126,995

UNITED KINGDOM
Cars

	3 mos., 1986	3 mos., 1985
Alfa Romeo	677	897
BL	85,787	90,786
Austin Rover	84,526	89,773
Range Rover	1,261	1,013
BMW	10,763	9,688
Daihatsu	1,465	1,326
Fiat Auto	16,134	13,999
Ford	130,834	131,423
FSO	1,191	1,527
GM-Vauxhall	83,321	92,673
Honda	4,525	3,952
Hyundai	1,375	1,235
Jaguar	2,246	2,453
Lada	4,336	3,346
Lotus	145	174
Mazda	4,916	3,974
Mercedes-Benz	5,473	5,494
Mitsubishi	3,145	3,493
Nissan	20,730	19,459
Panther	9	21
Peugeot SA	31,472	28,659
Citroen	9,658	7,323
Peugeot/Talbot	21,814	21,336
Reliant	60	58
Renault	18,822	21,059
Rolls-Royce	260	203
Saab	2,591	2,333
Seat	1,412	0
Skoda	2,546	2,139
Subaru	812	678
Suzuki	1,194	1,157
Toyota	7,946	7,753
VW-Audi Group	31,580	31,671
Volvo	19,692	18,275
Zastava	1,957	1,887
Others	1,576	1,429
Total	498,992	503,151

SWEDEN
Cars

	3 mos., 1986	3 mos., 1985
Alfa Romeo	210	312
BMW	1,025	939
Daihatsu	339	203
Fiat Auto	1,544	1,575
Ford	6,340	7,933
GM-Opel	5,694	7,624
Honda	1,042	897
Lada	330	322
Mazda	2,750	2,576
Mercedes-Benz	1,974	2,247
Mitsubishi	544	543
Nissan	3,615	1,935
Peugeot SA	1,414	1,776
Citroen	612	736
Peugeot/Talbot	802	1,040
Porsche	92	55
Renault	654	426
Saab	6,779	7,694
Skoda	35	106
Subaru	316	364
Suzuki	183	137
Toyota	2,725	2,857
VW-Audi Group	7,488	7,004
Audi	2,500	2,768
Volkswagen	4,988	4,236
Volvo	15,179	18,179
Others	6	12
Total	60,278	65,716

WEST GERMANY
Cars

	2 mos., 1986	2 mos., 1985
Alfa Romeo	830	1,467
Austin Rover	1,570	1,248
Bertone	33	43
BMW	20,920	18,653
Daihatsu	1,606	911
Fiat Auto	20,811	17,497
Ford	43,429	32,618
GM-Opel	58,879	51,873
Honda	5,848	3,764
Isuzu	909	756
Jaguar	276	372
Lada	1,426	1,175
Mazda	11,211	8,148
Mercedes-Benz	48,753	43,911
Mitsubishi	7,779	6,011
Nissan	10,377	7,220
Peugeot SA	20,676	12,314
Citroen	7,507	5,071
Peugeot/Talbot	13,169	7,243
Porsche	1,695	1,724
Renault	13,418	10,792
Saab	619	581
Seat	591	494
Skoda	406	236
Subaru	2,519	2,035
Suzuki	3,064	3,213
Toyota	11,700	7,790
VW-Audi Group	104,498	88,482
Audi	19,699	19,039
Volkswagen	84,790	69,443
Volvo	2,636	1,734
Others	328	342
Total	396,798	325,404

AUSTRIA
Cars

	2 mos., 1986	2 mos., 1985
Alfa Romeo	328	427
Austin Rover	39	22
BMW	1,207	1,124
Daihatsu	171	81
Fiat Auto	2,180	2,055
Ford	2,626	3,401
GM-Opel	4,249	5,103
Honda	742	455
Lada	169	206
Mazda	2,824	2,396
Mercedes-Benz	1,295	1,269
Mitsubishi	593	683
Nissan	1,442	1,523
Peugeot SA	2,010	2,208
Citroen	954	1,116
Peugeot/Talbot	1,056	1,092
Porsche	68	61
Renault	1,306	1,563
Saab	49	39
Seat	195	104
Skoda	106	122
Subaru	675	617
Suzuki	104	167
Toyota	2,130	1,396
VW-Audi Group	6,288	6,760
Audi	1,105	1,851
Volkswagen	5,183	4,909
Volvo	497	492
Others	6	42
Total	31,299	32,316

DENMARK
Cars

	2 mos., 1986	2 mos., 1985
Alfa Romeo	100	22
BMW	534	497
Dacia	65	90
Daihatsu	588	240
Fiat Auto	1,422	1,147
Ford	3,287	3,773
FSO	160	272
GM-Opel	5,281	3,949
Honda	345	240
Lada	456	454
Mazda	2,799	1,941
Mercedes-Benz	195	148
Mitsubishi	552	359
Nissan	1,156	974
Peugeot SA	2,001	1,274
Citroen	1,407	869
Peugeot/Talbot	594	405
Renault	169	216
Saab	454	329
Seat	134	0
Skoda	485	566
Subaru	75	8
Suzuki	38	78
Toyota	3,331	2,619
VW-Audi Group	2,192	1,468
Audi	186	124
Volkswagen	2,006	1,344
Volvo	1,028	942
Wartburg	99	213
Zastava	235	253
Others	51	6
Total	27,098	22,130

IRELAND
Cars

	2 mos., 1986	2 mos., 1985
Alfa Romeo	15	31
Austin Rover	609	611
BMW	123	115
Daihatsu	143	0
Fiat Auto	922	677
Ford	1,561	2,556
GM-Opel	1,571	1,902
Honda	200	55
Mitsubishi	425	51
Nissan	1,470	1,405
Peugeot SA	410	448
Citroen	111	95
Peugeot/Talbot	299	353
Renault	668	1,126
Subaru	100	3
Suzuki	198	34
Toyota	2,380	2,560
VW-Audi/Mazda/ Mercedes-Benz	2,236	1,495
Volvo	217	234
Others	303	109
Total	13,551	13,412

SPAIN
Cars

	12 mos., 1985	12 mos., 1984
Alfa Romeo	1,818	1,346
Austin Rover	4,317	2,344
BMW	4,683	3,191
Fiat Auto	7,397	4,091
Ford	76,829	73,578
GM-Opel	68,824	42,992
Mercedes-Benz	4,670	1,521
Nissan	994	109
Peugeot SA	102,493	102,328
Citroen	32,755	37,844
Peugeot/Talbot	69,738	64,484
Porsche	232	87
Renault	170,906	146,152
Saab	303	92
Seat	72,445	82,040
Skoda	725	287
Toyota	1,561	1,075
VW-Audi	49,017	27,763
Volvo	1,888	1,505
Trabant	330	61
Others	2,820	4,235
Total	572,306	493,890

OVERSEAS PRODUCTION

THE NETHERLANDS
Cars

	12 mos., 1985	12 mos., 1984
Volvo	108,083	108,598

Vans, trucks, buses

Bova	173	175
Daf	13,638	12,984
Den Oudsten	0	19
FTF	13	28
Ginaf	50	21
Scania	6,641	6,906
Terberg	129	142
Volvo	245	248
Total	20,889	20,523
Total vehicles	128,972	129,121

Benton quits Anglo American post

By Jenny L. King
Detroit Reporter

Growth plans are proceeding on schedule at one of the largest wholesale auto auctions in the U.S., despite the resignation of its chairman.

William P. Benton, chairman of Anglo American Auto Auctions, Inc., quietly left his post at the end of January after less than two years with the British-based company.

Benton, a former Ford Motor Co. vice president, had been instrumental in forming Sandgate Corp., with All-State Vehicles, Inc., and Anglo American Auto Auctions, Inc., as subsidiaries.

Benton remains a member of the board. The posh Bloomfield Hills (Mich.) office he occupied has been closed.

Michael Richardson, Anglo American president and chief executive, said only that Benton's activity in Anglo American was limited. Richardson said Benton was hired in England by David Wickins, head of British Car Auction Group plc, which was Anglo's parent.

Along with consolidation and fleet management programs, Benton was "occupied with Lotus, which we sold—a good move for us, I think," Richardson said from his Nashville office.

"If the premise is that Bill Benton got fed up with Anglo and that the company is not as well off without him, that is totally false," Richardson added.

Richardson, who has directed Anglo American's meteoric growth in the U.S. since 1982, said the company is studying the business of truck auctions. With 12 auto auctions in the fold, Anglo opened its first truck venture at its Taylor (Mich.) site last December for the sale of heavy trucks, trailers and equipment.

The new-truck market appears to be slumping, he said, indicating an opportunity to deal in used heavy equipment and trucks.

The situation differs from cars in several respects. There are fewer buyers, prices—and profits—are higher per vehicle, and turnover is slower since trucks last longer than cars. In addition, storage and transportation must be handled differently.

Anglo American, which sells as many as 10,000 cars a week, may be experimenting with trucks, but it will never move into retail auto auctions, Richardson said. "I'm often asked the question because there are retail auctions in England," he said.

"There is no point in selling to retail customers," he continued. "To the buyer who is not knowledgeable, cars at auction appear cheap. If something happens after the purchase, you know whom they'll blame.

"Dealers know what to expect, what has to be done (with cars). Our warranties necessarily are short-term."

Strap-Eze

Strap-Eze Corp., Riverdale, N.Y., introduces Strap-Eze, a cushioned pad designed to make seat belts more comfortable. The hand-washable pad can be positioned on the shoulder or neck once the seat belt is secured, the company said.

auction directory

MINNESOTA

WEDNESDAY 12 NOON SALE DAY
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Northway Exchange, Inc., Rte. 146, Clifton Park, N.Y. Auction, 518-371-7500; Recon, 371-7800. Northeast's Finest - Every Thursday, 11:30 A.M. sharp.

OHIO

Ohio Auto Auction. The Tuesday sale. 3905 Jackson Pike, Columbus, Ohio. Call: 614-871-2771

OHIO

Wednesday Auto Auction. Exit 49 on I-270. Columbus, Ohio. Every Wednesday. Call: Area 614-497-2000.

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Cincinnati Auto Auction. We service fleet & lease co's. Recon facilities, p.u. & del., 300 mi. Reg. sale Fri., 12 noon, Repossessed car sale 2nd & 4th Thur. 513-874-9310.

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Portland Auto Auction. Fleet & lease accts. welcome, repos, etc. The West's best. Call: Bert, 503-286-3000. 3000 No. Hayden Island, Portland, Oregon 97217.

PENNSYLVANIA

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Fort Worth Auto Auction, 2245 Jacksboro Hwy., Ft. Worth, TX 76114. Sale every Thursday. Contact: Frank Post, 817-626-5494.

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So. Seattle Auto Auction. The lease & Fleet Specialists. Tom Chase, 1-800-872-6800. P.O. Box 5189, Kent, Washington 98064.

WISCONSIN

Metro Milwaukee Auto Auction. Sale every Wednesday. FMC, all leasing, AMC. 414-835-4436, Caledonia, Wisconsin.

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factories list auction dates

American Motors

April 29—Aptco Auto Auction, Taylor, Mich., and High Point Auto Auction, High Point, N.C.

April 30—Metro Milwaukee Auto Auction, Caledonia, Wis., and Mid States Auto Auction, South Bend

May 1—Evansville Auto Auction, Evansville, Ind.; Todd Auto Auction, Telford, Pa., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

May 2—Floyd Hauhe Auto Auction, Bridgeton, Mo.

Chrysler Corp.

April 29—Hatfield Auto Auction, Hatfield, Pa.; Aptco Auto Auction, Taylor, Mich.; Arena Auto Auction, Chicago; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; Golden Gate Auto Auction, Fremont, Calif., and NuCarPrep System, Santa Fe Springs, Calif.

April 30—Butler Auto Auction, Gibsonia, Pa.; Boaz Auto Auction, Sand Mountain, Ala.; Minneapolis Auto Auction, Minneapolis; Southwest Auto Auction, Phoenix, and Denver Auto Auction, Denver

May 1—Northway Exchange, Inc., Clifton Park, N.Y., and Clanton's Auto Auction, Darlington, S.C.

May 6—Hatfield Auto Auction, Hatfield, Pa., and Florida Auto Auction of Orlando, Ocoee, Fla.

May 7—Southern Auto Auction, Warehouse Point, Conn.; Columbus Fair Auto Auction, Obetz, Ohio; Dallas Auto Auction, Grand Prairie, Tex., and South Seattle Auto Auction, Kent, Wash.

May 8—Fredericksburg Auto Auction, Fredericksburg, Va., and Indianapolis Auto Auction, Indianapolis

May 9—Floyd Hauhe Auto Auction, Bridgeton, Mo.

Ford Motor Co.

April 29—Harrisonburg Auto Auction, Harrisonburg, Va.

April 30—Metro Auto Auction of Kansas City, Lee's Summit, Mo.; Minneapolis Northstar Auto Auction, Shakopee, Minn., and Golden Gate Auto Auction, Fremont, Calif.

May 1—Nasville Auto Auction, Nashville

General Motors

April 29—Dallas Auto Auction, Grand Prairie, Tex.

April 30—Hatfield Auto Auction, Hatfield, Pa.

May 1—Aptco Auto Auction, Taylor, Mich.; Florida Auto Auction of Orlando, Ocoee, Fla.

May 6—166 Auto Auction, Springfield Mo., and Denver Auto Auction, Englewood, Colo.

May 7—Brasher's Auto Auction, Fontana, Calif., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

May 8—Nashville Auto Auction, Nashville

May 13—South Seattle Auto Auction, Kent, Wash., and Southern Auto Auction, East Windsor, Conn.

Used Car Sales
Auction Averages

April to date	$5,076
Month ago	$4,899
Year ago	$4,957

Model Breakdown
Auction Averages

	APR. 1986	MAR. 1986	FEB. 1986
1986	$11,351	$10,173	$10,059
1985	$8,835	$8,774	$8,655
1984	$6,352	$6,248	$6,158
1983	$5,491	$5,370	$5,232
1982	$4,302	$4,213	$4,089
1981	$3,449	$3,382	$3,302
1980	$2,494	$2,477	$2,478
1979	$2,216	$2,246	$2,348
Overall Average	$5,076	$4,932	$4,811

Insurance cut for sober drivers

By John A. Russell
New York Staff Writer

NEW YORK—Sentry Insurance has introduced an automotive insurance policy which rewards persons for not driving while intoxicated. If the policyholder remains claim-free for five years, the company will refund 50 percent of one year's premium annually.

There are strict guidelines to this coverage, called the "Payback Policy." The policyholder must have a clean driving record for the past three years and he/she must sign an agreement forfeiting collision and uninsured-motorist coverage if he/she is involved in an accident while legally intoxicated.

The policy was introduced in New York and Madison, Wis., recently. Sentry Chairman Larry Ballard said, "We think this is the first policy to offer people a meaningful financial incentive to drink and drive responsibly."

According to a Sentry spokesperson, the policy will be offered in Wisconsin initially and will be extended to about 21 states after the required state approvals are obtained. Since each state has its own insurance regulations, the spokesperson said it is doubtful that this type of program would be available in all states.

Under the policy agreement, the "first-party" coverage—the person who actually purchases the Sentry plan—is waived only if the driver is legally intoxicated and is involved in an accident or makes a claim. The intoxication level may vary from state to state, but in Wisconsin and many other states, it is a blood alcohol content of 0.10 percent

However, all liability claims are covered under the program.

The only coverages the policyholder waives are collision; rental expense; uninsured motorist insurance (beyond required financial responsibility limits); auto liability insurance, which is an optional coverage that pays a weekly benefit is the disability resulted directly from an injury caused by a car accident, and accidental death.

Under the program, if a motorist remains claim-free after five years, Sentry will pay 50 percent of the first year's premium to the policyholder. Those payments will continue as long as the person remains claim-free.

General Electric acquires Bay Cities Auto Auction

FREMONT, Calif.—Bay Cities Auto Auction here has been acquired by General Electric Credit Corp. through its Auto Financial Services Operations.

Bay Cities joins three other auctions, all purchased within the past year, in AFSO's auction group, General Electric Credit Auto Auction. Bay Cities will relocate to a 48-acre, eight-lane facility in Hayward late this year.

Lamont appointed

WESTLAKE, VILLAGE, Calif.—Dennis D. Lamont has been appointed president of Security Pacific Credit Corp., which provides retail sales financing and leasing programs for automobile dealers and manufacturers.

Production

'86 auto build loses more ground

With production cuts taking their toll last week, the year's domestic auto output fell farther behind 1985's.

So far this year, 2,768,353 cars have been assembled, 3.76 percent below the 2,876,528 assembled last year at this point.

Last week's targeted production of 165,609 cars was 1.93 percent more than the previous week's 162,475, but it was 7.98 percent below the year-ago week's 179,980.

The prior week's build was the lowest production of any full work week this year.

Estimated production last week was split this way: General Motors, 54.70 percent; Ford Motor Co., 24.13 percent; Chrysler Corp., 14.61 percent; Honda of America Mfg. Co., 2.29 percent; New United Motor Mfg., Inc., 1.85 percent; American Motors, 1.21 percent, and Volkswagen of America, 1.21 percent.

Nissan's car line in Smyrna, Tenn., remains down for model changeover to the new four-door Sentra.

AMC's Kenosha plant resumed production last week (April 21) after being idle for inventory adjustment.

GM's Fiero plant in Pontiac is scheduled to resume output today (April 28).

The plant had been down one week for inventory adjustment, affecting 1,450 workers.

GM's temporary layoffs now total 8,700.

Ford has slated daily overtime this week at all of its plants.

Saturday overtime (May 3) is scheduled at Ford's plant in Wayne, Mich.

Chrysler slated overtime Saturday (April 26) as well as daily overtime this week at its Belvidere (Ill.) plant.

Chrysler may review need for another truck plant

By Mary Connelly
Detroit Reporter

Chrysler Corp. may review the need for an additional plant for pickup truck assembly, according to its chief manufacturing executive.

Richard E. Dauch, executive vice president—manufacturing, said Chrysler's sales ratio of trucks to cars is increasing. He raised the possibility that truck production could be boosted by integrating truck and car assembly in one plant.

"I think we need to be reviewing a vehicle assembly plant as a second assembly plant for pickup trucks," Dauch told the Detroit Auto Writers Group.

"The ratio of trucks to cars is continuing to grow. There is a good margin and we have an excellent reputation of being good truck producers.

"Chrysler was a strong truck company in its heyday. Then we had a weaker market and difficult times in the past and we neglected our truck business. Now, we're back into trucks 100 percent."

Dauch said the aging Jefferson Avenue assembly plant in Detroit, which has no product scheduled after the 1987 model year, is a potential candidate for truck or car production but not a mixed-volume line.

Currently, Chrysler pickups are produced at the Dodge City plant in Warren, Mich., which has recently resumed production after a $500 million modernization project. On May 8, Chrysler will mark the formal production launch of the new 1987 mid-sized Dodge Dakota pickup which is being assembled at the plant along with the present line of full-sized pickups.

Dauch spoke about trucks as he detailed Chrysler's constrained production capacity. Assembly plants are currently running at 118 percent of straight-time capacity, he said.

Because of the constrained domestic capacity, Chrysler's Mexican plants will get "good utilization," Dauch said.

The car assembly plant in Toluca, Mexico, is being upgraded, and line speed will be increased from 30 to 35 units an hour. It will supply about 40 percent of the volume of Chrysler's 1987 intermediate J-coupe, Dauch said.

"This also gives us flexibility so we have more than one source for this very important image car," he said.

The domestic source will be the St. Louis I assembly plant. Production is expected to begin in October.

"The number one priority for Chrysler in vehicle assembly capacity is to decide in three or four months the question of Jefferson's future," Dauch said. "We are hopeful we can work out a business equation that is good for everybody."

Dauch said that even if Jefferson continues in operation, there is "a potentially strong need for a vehicle assembly plant in addition to that. Then (the question is) would it be car or truck or would it be a mixture of volume."

He continued, "It's not wise to run vehicle assembly plants consistently at the rates we have in the last 2½ or three years. One hundred eighteen percent is just too much utilization of your vehicle assembly capacity."

Dauch also said Chrysler is working to increase its in-house production of stampings. Presently, 25 percent of the stamping work is handled outside the company, he said, and the goal is to reduce that to 7 to 8 percent.

Truck production holding steady

Last week's scheduled domestic truck production of 75,346 units was about the same as (0.68 percent below) the previous week's 75,864 and 3.29 percent more than the year-ago week's 72,947.

Year-to-date, 1,178,737 trucks have been completed, 5.07 percent more than the 1,121,905 assembled at this time last year.

Kenworth Truck Co.'s Kansas City plant will close indefinitely Wednesday (April 30).

A spokesman for PACCAR, Kenworth's parent firm, said the shutdown is due to overcapacity in Class 8 truck production in North America.

General Motors slated Saturday (April 26) overtime at its Janesville (Wis.) and Detroit plants.

Ford Motor Co. has scheduled daily overtime at all of its truck plants this week (April 28).

Ford's Twin Cities and Norfolk plants are slated for overtime Saturday (May 3).

Canadian output climbs to 25,670

Canadian auto makers scheduled production of 25,670 units last week, 1.02 percent more than the previous week's 25,412 and 7.43 percent above the year-ago week's 23,894.

So far this year, 375,902 cars have been built, 13.88 percent more than the 330,077 assembled last year at this point.

The makers targeted production of 19,428 trucks last week, 1.07 percent below the previous week's 19,639 but 2.84 percent more than the year-ago week's 18,892.

Year-to-date, 312,573 trucks have been assembled, 3.99 percent more than the 300,577 completed last year at this time.

CANADIAN CAR	Week Ended April 26, 1986	Week Ended April 27, 1985	Week Ended April 19, 1986	April to Date	Jan. 1, to April 27, 1985	Jan. 1, to April 26, 1986
AMERICAN MOTORS	120	0	116	437	3,898	2,013
FORD MOTOR	11,645	10,785	11,401	43,494	164,020	184,651
GENERAL MOTORS	13,680	12,884	13,670	51,602	158,520	185,667
VOLVO	225	225	225	855	3,639	3,571
Total Cars, Canada	25,670	23,894	25,412	96,388	330,077	375,902

U.S. TRUCK☆	Week Ended April 26, 1986	Week Ended April 27, 1985	Week Ended April 19, 1986	April to Date	Jan. 1, to April 27, 1985	Jan. 1, to April 26, 1986
CHEVROLET	23,086	24,736	23,270	86,230	378,712	408,901
DODGE	1,700	4,557	1,572	4,820	68,653	5,094
FORD	31,641	25,955	32,902	115,102	400,152	483,000
GMC	7,626	8,694	7,704	28,417	114,039	121,862
NAVISTAR	1,605	1,799	1,603	6,097	26,793	24,900
JEEP	3,850	4,100	3,446	9,890	65,860	66,691
NISSAN	3,788	1,334	3,317	11,573	36,160	30,467
AM GENERAL*	50	50	50	190	820	822
MISCELLANEOUS*	2,000	1,720	2,000	7,920	30,716	37,000
Total Trucks, U.S.	75,346	72,947	75,864	270,240	1,121,905	1,178,737

CANADIAN TRUCK	Week Ended April 26, 1986	Week Ended April 27, 1985	Week Ended April 19, 1986	April to Date	Jan. 1, to April 27, 1985	Jan. 1, to April 26, 1986
AMERICAN MOTORS	816	0	890	3,339	0	5,768
CHRYSLER	8,624	8,885	8,757	31,919	139,316	145,106
FORD	3,648	3,670	3,594	13,810	59,582	58,193
GENERAL MOTORS	6,120	6,067	6,159	23,262	97,706	100,262
NAVISTAR	220	270	239	870	3,973	3,244
Total Trucks, Canada	19,428	18,892	19,639	73,200	300,577	312,573
N. American Trucks	94,774	91,839	95,503	343,440	1,422,482	1,491,310

☆—Includes window van production. *—Estimated
Jeep includes commercial only. AM General includes government-destined vehicles.
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.
Monthly estimates may contain error of one or two units due to rounding.

U.S. CAR	Week Ended April 26, 1986	Week Ended April 27, 1985	Week Ended April 19, 1986	April to Date	Jan. 1, to April 27, 1985	Jan. 1, to April 26, 1986
AMERICAN MOTORS	2,000	3,594	0	4,010	32,819	16,563
Renault Total	2,000	3,594	0	4,010	32,819	16,563
Alliance	1,700	2,240	0	3,410	19,373	14,421
Encore	300	1,354	0	600	13,446	2,142
CHRYSLER CORP.	24,200	31,000	25,174	96,346	452,400	474,353
Plymouth Total	8,000	9,318	8,018	28,053	132,236	132,866
Horizon	3,500	3,660	3,453	11,162	46,256	50,125
Reliant	3,100	4,306	3,263	11,643	60,536	58,181
Caravelle	900	980	979	3,577	19,030	19,337
Gran Fury	500	372	323	1,671	6,414	5,223
Chrysler Total	6,700	9,392	7,188	30,881	149,416	166,291
LeBaron	2,000	1,963	2,172	7,660	38,016	40,268
LeBaron GTS	0	2,460	0	4,317	29,929	26,930
Laser	900	1,255	915	3,350	17,184	18,512
New Yorker/E-Class	1,400	1,528	1,479	5,311	24,759	33,320
Fifth Avenue	2,400	2,186	2,622	10,244	39,528	47,261
Dodge Total	9,500	12,290	9,968	37,412	170,748	175,196
Omni	3,700	3,645	3,311	11,120	49,074	50,884
Aries	2,200	3,393	2,483	8,749	47,623	42,900
Daytona	1,100	936	1,289	4,414	15,246	17,212
Dodge 600	1,800	1,358	1,970	6,941	24,642	28,950
Lancer	0	1,895	0	2,951	22,671	24,637
Diplomat	700	1,063	915	3,236	11,492	10,613
FORD MOTOR	39,966	37,252	40,331	148,702	593,642	601,892
Ford Division	27,481	24,761	27,926	101,689	392,330	410,593
Escort	8,272	7,021	9,165	31,628	103,120	133,305
Mustang	4,210	2,981	4,208	15,222	59,110	66,213
LTD	0	6,151	0	0	83,050	0
Taurus	7,245	0	6,805	27,229	0	85,669
Thunderbird	3,651	4,533	3,653	12,673	72,815	57,330
Crown Victoria	0	0	0	0	7,122	0
EXP	0	0	0	0	3,838	0
Tempo	4,103	4,075	4,095	14,936	63,275	68,076
L-M Division	12,485	12,491	12,405	47,012	201,312	191,299
Mercury Total	8,795	9,070	8,715	32,999	144,082	129,689
Lynx	1,178	2,272	1,349	4,526	24,963	21,632
Capri	380	330	388	1,387	6,611	5,827
Marquis	0	2,949	0	0	40,688	0
Sable	3,465	0	3,240	12,990	0	41,096
Cougar	2,431	2,445	2,403	9,253	46,749	39,631
Grand Marquis	0	0	0	0	4,733	0
Topaz	1,341	1,074	1,335	4,843	20,338	21,503
Lincoln Total	3,690	3,421	3,690	14,014	57,230	61,510
Continental	414	621	414	1,566	10,367	7,000
Lincoln	2,768	2,423	2,768	10,512	40,538	46,217
Mark VII	508	377	508	1,936	6,325	8,393
GENERAL MOTORS	90,573	102,196	88,133	330,850	1,705,378	1,506,525
Buick Total	17,258	22,374	16,797	59,610	334,987	246,039
Skylark (X-car)	0	2,460	0	0	39,209	0
Skyhawk	1,867	2,012	1,913	6,919	35,511	29,325
Somerset/Skylark	2,508	2,043	2,456	8,817	43,598	33,077
Century	6,021	6,360	5,796	21,159	78,723	82,600
Regal	1,379	2,979	1,371	4,160	37,091	15,896
Wagon/LeSabre (rwd)	285	3,095	251	1,045	47,063	4,530
LeSabre	2,930	0	2,897	9,682	0	35,137
Riviera	703	1,418	618	2,255	22,158	7,221
Electra	1,565	2,007	1,495	5,574	31,634	38,253
Cadillac Total	7,843	7,271	7,212	26,104	128,979	103,459
Cimarron	630	538	568	2,232	9,850	8,701
Seville	669	791	552	2,106	14,614	5,853
Eldorado	669	1,480	571	2,111	27,001	7,273
Cadillac (rwd)	2,040	1,179	1,898	7,143	18,907	27,801
DeVille (fwd)	3,835	3,283	3,623	12,512	58,607	53,831
Chevrolet Total	27,940	34,969	24,434	98,221	593,807	490,255
Chevette	2,415	3,680	2,542	8,896	53,945	40,902
Cavalier	8,669	10,030	7,622	29,511	164,392	143,181
Celebrity	5,194	5,806	5,380	19,875	99,192	101,728
Camaro	4,970	4,799	3,065	15,955	78,361	72,189
Citation	0	1,606	0	0	27,491	0
Monte Carlo	2,287	3,838	2,148	8,089	54,621	39,869
Chevrolet	3,765	4,284	3,145	13,438	101,257	83,537
Corvette	640	946	532	2,458	14,548	8,849
Oldsmobile Total	21,453	26,235	22,300	82,516	428,288	387,050
Firenza	669	1,305	1,329	4,158	25,767	18,173
Cutlass Supreme	2,641	5,292	2,632	11,318	71,402	65,239
Cutlass Ciera	4,405	7,476	4,903	17,262	130,025	93,839
88 (rwd)	360	5,836	333	1,270	81,567	7,605
88 (fwd)	8,615	0	8,400	30,890	0	107,269
Olds 98	1,827	3,091	1,980	7,728	48,712	43,269
Calais	2,292	2,613	2,277	8,115	55,182	46,322
Toronado	644	622	446	1,775	15,633	5,334
Pontiac Total	16,079	11,327	17,390	64,398	219,317	279,722
Acadian**	0	239	435	1,344	4,826	4,899
2000 Sunbird	2,945	2,128	2,953	10,815	46,424	47,344
1000	1,410	398	828	3,817	10,549	9,122
Firebird	2,650	2,224	1,617	8,529	42,077	38,607
6000	2,784	1,212	3,229	11,017	11,952	51,182
Parisienne	1,490	986	1,209	5,401	22,881	28,587
Fiero	0	2,097	2,285	5,950	38,570	27,020
Grand Am	4,800	2,043	4,794	17,526	42,038	72,961
HONDA	3,800	2,950	3,757	14,357	54,764	60,176
NISSAN	0	557	0	0	2,080	21,517
NUMMI*	3,070	455	3,070	11,666	2,605	58,708
VOLKSWAGEN	2,000	1,976	2,010	7,136	32,840	28,619
Total Cars, U.S.	165,609	179,980	162,475	613,065	2,876,528	2,768,353
Total Cars, Canada	25,670	23,894	25,412	96,388	330,077	375,902
N. American Cars	191,279	203,874	187,887	709,454	3,206,605	3,144,255
N. American Trucks	94,774	91,839	95,503	343,440	1,422,482	1,491,310
North American Cars and Trucks	286,053	295,713	283,390	1,052,894	4,629,087	4,635,565

*—Revised estimate. **—All Acadians are built for sale in Canada.
Monthly estimates may contain error of one or two units due to rounding.